

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

May 6, 1998

**RJR Account #468800**

Mr. R. Honahan

NORTH COUNTRY CANDY & TOBACCO

**JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541**

Dear Rick:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	2
Light 100	12300-25292	2
FF 100	12300-25293	2
Lt Men 100	12300-25294	2
Ult Lt 100	12300-25295	2
Box 100	12300-25296	2
Lt Box 100	12300-25297	2

Billing per 6M Case:

**24 Savings Cartons**

Product Arrival:

**May 18, 1998**

Ship Date to Retail:

**Week of: June 8, 1998**

EFT \$ Amount:

**\$3,095.47**

**PARTNERS 'BONUS' REPORTING DESCRIPTION**

**'DOR JUN B8G2F'**

51844 9383

B8G2F CTS  
NORTH COUNTRY CANDY & TOBACCO

**PROMOTION DESCRIPTION:**

**\*\*\*\* NO PACKING IS REQUIRED \*\*\*\***

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT  
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **\$3.60 (14 (6M) case(s) @ \$3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: 162201

L. E. MacWilliams

Enclosure: Customer List

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORBBJUN.DOC

51844 9384

<b>DIRECT ACCOUNT RETAIL CUSTOMER LIST</b>											
<b>PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE</b>											
<b>RETAIL DISTRIBUTION DATE: 6/8/98</b>											
<b>** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.</b>											
<b>7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100</b>										<b>7 STYLES</b>	
<b>SUPREP</b>	<b>REP</b>	<b>REF</b>	<b>ACCOUNTNAME</b>	<b>ADDR</b>	<b>CITY</b>	<b>STATE</b>	<b>ZIP</b>	<b>PHONE</b>	<b>FAX</b>	<b>EMAIL</b>	<b>PERSTYLE</b>
162201	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	CS	468800	NO COUNTRY CANDY&T		30
162201	162239	791916	THIS & THAT SHOP	820 FORD ST	OGDENSBURG	NY	CS	468800	NO COUNTRY CANDY&T		30
<b>468800 Total</b>										<b>2</b>	<b>CASE(S) PER STYLE</b>